

A ONCE IN A LIFETIME MAGAZINE

'Over 50 years specialist in construction and industrial applications





Quality in our DNA



Packaging industry



X Acoustis insulation





Insulation covers

ISMT is the specialist in construction and industry with a focus on the niche markets Acoustics & Insulation (construction) and Protection & Presentation (industry). Together with our partners, we develop innovative and high-quality solutions to protect people, resources and the environment.

> 'Say what we do and do what we say'



It was the increasing demand for PE tape as a sealing option that gave birth to Imbema Kunststofchemie B.V. Imbema found a base at Wilsonplein in Haarlem, sealed the partnership with PE foam producer Alveo and in its founding year already started the first applications including self-adhesive PE

A year after its establishment in the Netherlands, a subsidiary was also opened in

Our story

1972



1975

In this year, we had the brand name SIREX registered in the Benelux. When more and more clients outside the Benelux showed as well in **1976**. This was the start of a wide range of our own products in a.o. sports and leisure, construction and industry.



1985

A SEKISUI COMPANY



n **the 1980s**, we came into contact with the outdoor industry. This sector needed insulating sheets for use under sleeping bags. This need was the birth of the SIREX camping mats and extra volume for our partner Alveo. The first types of SIREX swimming pool covers were also developed during this period. This solution preserves the warmth of the water, prevents pollution and reduces chlorine evaporation.



n **1996** we expanded our range of SIREX floor underlays. The range was enriched with PE underlays that were flame laminated with a vapour retardant PE foil, making the laying of underlays much easier.



his year we focused on thermoforming, a new technique that allowed us to customise products. One of our first thermoforming products is he knee pad.

1996

1993

The flame laminator acquired in 1993 made it possible to laminate multiple layers of foam or top of each other and achieve combinations of PE with textiles, foils and artificial leather. The major advantage of flame lamination is its very strong adhesion without the addition of adhesives. In the same year, we were asked by various government and NATO defence departments to assist in the implementation of special PE sleeping mats including the mountaineering expedition version.



hermoforming experience helped us in 1998 in the development of the SIREX STAR gymnastics mat. These high-quality gymnastics mats have a long lifetime. A product still produced by ISMT today.

1999, our focus was on developing a product that could prevent horizontal noise disturbance between attached houses (with one basic floor). The flexible-to-process SIREX Casco foam became the answer.



1999

1998



The year of the partnership with Zotefoams. Zotefoams products ere added as an extension to the llready broad PE foam programme and enabled even more specific pplication possibilities.



2009

2011

The expansion of Isolgomma's products in **2009** gave us a conclusive Acoustics proved to be far from a one-day hit. In addition to our acoustic programme, we therefore decided to start organizing seminars in this field in **2011**. We shared our knowledge and experience so that together we could make buildings even quieter.

2015



2013

After many test set-ups at Isolgomma in-house, lus Overloon in **2013** was the first supermarket where Isolgomma Grei was applied under the Arnhem in **2014** was the first project where Sylcer was applied. After these projects, many ther retail and supermarket projects followed

ntil **2015**, mineral wool and EPS were mainly used in renovation and lling layers that were first used to einforce lightweight floors. With solgomma's thin insulation -Grei and Jpgrei- height and weight were saved

ISMT goes solo! The current management team Jeroen Dechering, Jamie de Boer and Albert Jansen, acquired 100% of the shares of Imbema SMT B.V.-including the German subsidiary Kunststoffchemie GmbH-in 2020 and continued under the name ISMT.



2020



The acquisition of the new skiving machine in 2018 enabled ISMT to realize thicknesses from 1 mm to 130 nm from sheets or blocks at a maximum width of 140 cm. Cutting both hard and soft rubbers and foams was done directly at any desired thickness from that year onwards.

•2018

After almost 25 years of faithful service, the flame laminator was replaced and expanded capabilities and prepared ISMT for the future



2017

2015



2015 was the year in which Imbema Kunststofchemie changed its name to Imbema SMT. Over the years, our company evolved into an expert in a broad spectrum of all kinds of synthetic materials.



The year of the start of the waste taking back recycling programme. ISMT uses a ot of PE foam. Previously, residual strips and skin sheets from our own production n the waste bin. From **2021**, that will be a thing of the past! You can read about wha we do with them now on page 18 and 19. Good to know: in the first year of this programme, we reduced 400 m³ of waste.



2022

Since **2022**, we have had new premises. Our location at Küppersweg 18 in Haarlem is equipped with the most up-todate facilities such as extra insulation, LED lighting, underfloor heating and skylights in the warehouse and loading docks. Our branch in Germany is also moving to a new address: Ludwig-Herr-Strasse 23 in Kornwestheim. With these state-ofthe-art accommodations, we are ready for the future!



Jeroen, Jamie & Albert

Proud owners of the speedboat called ISMT

ISMT's three-member management team has been at the head of the company since late 2020, but had been involved in a similar role for many years before that -when ISMT was still under a holding company. Jeroen Dechering has been ultimately responsible for ISMT since 2003 and Jamie de Boer and Albert Jansen had long been responsible respectively for sales and operations. It was the mother company's direction that prompted Jeroen, Jamie and Albert to take over ISMT. And although corona made its appearance at that time, the gentlemen decided to go ahead with the plan. Because ISMT, there is still a world to win with that!

'It was either wait for the head office to announce that they had other plans for ISMT or take control myself. The last was my absolute preference and I also knew immediately which partners in crime I would involve in this challenge. Both Jamie and Albert had to let the idea sink in for a couple of hours at most, and then we decided to go for it,' Jeroen started.









From oil tanker to speedboat

'I remember exactly where I was when Jeroen asked me if I had ever thought about starting up for myself. After a joking 'what, do you want to get rid of me?', I immediately gave in to this great idea. Of course, it took some shifting -we were on a relatively safe oil tanker and have now become a speedboat- but it is great to be so fast and agile with our small management team. Ideas are either eliminated or implemented at lightning speed.'

Albert was also enthusiastic: 'I went through a similar journey years ago and loved bringing all that knowledge gained into this adventure. The speed Jamie talks about is one of the cornerstones on which we have focused our investments. Thanks to solid stock management and our versatile processing capabilities, we are able to respond quickly to customer demand. With this, we offer added value as a company and serve as a logistics extension of our partners.'

New direction

ISMT has reduced its 32 applications for six different markets to four applications; acoustic insulation, insulation covers, packaging industry and OEM for two markets Construction and Industry. 'By implementing a clear focus, we are now only doing what we are good at and in markets where we can add value and grow,' Jamie says.

Jeroen talks about the BHAG -Big Hairy Audacious Goal, the concrete and ambitious goals- of ISMT. 'We want to be a knowledge partner that supports its partners at such a level that we actually contribute to their success. Innovative product development is part of that.

By improving applications, complementing them or adding a service component, we can contribute significantly to the said successes. We currently do this with a team of 20 people, but I expect to add a number of colleagues in the coming years.

Sustainability naturally also has our full attention. We take measures for this in our business operations, only supply products that will last for decades and we realize better than anyone else that sustainability is also in our relationships'.

on our colleagues, together we make the success.

Cooperation partner Sekisui Alveo about ISMT

'When I joined Sekisui Alveo 23 years ago, the first word I learnt was Imbema,' Area Manager Jeanet Klein says. 'That has everything to do with our shared history. Actually, we grew up in this business together. That creates a relationship that so far proves to be indestructible. Even in difficult times.'



Sekisui Alveo is the European division of the Japanese company Sekisui, which has been producing polyolefin foams for more than 70 years. Sekisui Alveo's foams have excellent technical properties and are easy to process. The leading producer of these semi-finished products explicitly focuses on partners with whom it can cooperate intensively among itself so that the company's development lead remains secured.

'It is no coincidence that ISMT is our preferred partner in many markets'

Together

The partnership between our companies I best describe with the word together. We have grown bigger together. We have developed together. We have entered markets together. The well-known camping and fitness mats are an example of our partnership. For this product, we spent years putting our heads together and developing new ideas. This involved the use of colour and combinations of materials or the addition of structures. Here we maintained a clear division of tasks: we produce the foam, ISMT takes care of the processing and transformation into a finished product. The same applies to ISMT's swimming pool covers. It's great that we can strengthen each other in this way.'

Focus on industrial markets

'In recent years, we -Sekisui and ISMT- have been focusing more on industrial markets. A good example is the world of car washes. Years ago, we were asked if we could make alternatives to the brushes used in car washes. The customer was looking for brushes made of other materials with better fitting characteristics. We tackled this issue together with ISMT, which resulted in a new product that is still widely purchased. Why did we seek cooperation with ISMT for this? We have been working together for so long, it would be weird to take this up with another party.'

Preferred partner of Sekisui Alveo

Jeanet attributes the success of the now 50-year partnership to the openness between the organisations. 'We have experienced so many things together. We have shared many successes and we have also occasionally gone down together because of a lack of clarity about the assignment of roles or a claim on materials. In those situations, we always opened up immediately and looked for specific solutions. Who picks up what and what can the other contribute? This solution-oriented approach also means that we definitely want to continue working together for years to come. It is no coincidence that ISMT is our preferred partner in many markets'.

SEKISUI alveo Passion. Performance. Partnership.

Flexible market response

What developments like ISMT's purchase of the new skiving machine in 2018 mean for the partnership? 'ISMT's innovativeness opens doors to new markets. Thanks to the skiving machine, ISMT is able to skive the block foams we supply in 100 mm, Alveobloc, into thinner sheets. As a result, we are now very active in the world of case interiors, among others. Whatever foam inlay a customer needs, ISMT will create the desired design. We at Sekisui Alveo cannot wait to conquer even more interesting markets together!'

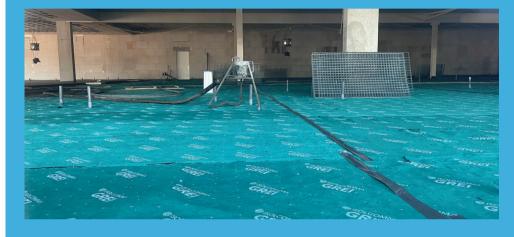


Acoustic insulation specialist Isolgomma about ISMT

'The BAU Messe in Munich in 2009. That's where the adventure between Isolgomma and ISMT started. Although ISMT was still Imbema at the time' says Virgilio Cunico, sales and marketing director. 'We are both committed in our pursuit to improve people's quality of life, with at the same time attention to the environment. That is what makes our collaboration so powerful.'

'Our collaboration has been loyal, open and extremely professional from the start'

Isolgomma is an Italian company that specializes in sound insulation and vibration dampening. For residential or commercial buildings, production facilities and infrastructure. It has thus built up a key position, both on the Italian and international market, when it comes to the development of environmentally friendly solutions for acoustic comfort. The basis is recycled rubber from, for example, car tires. This sustainable approach is a strong match with ISMT.



Renovation

Of all the projects they have done together in the past 15 years, the renovation of a building on the Herengracht in Amsterdam is memorable. "Really a high-end project. The building had old wooden floors, so the acoustic insulation was an important part of the project. The building structure was not common in Italy, so we had to make numerous calculations. In addition, a lot of attention was paid to the comparison between mineral wool, the usual insulation material in the Netherlands, and the recycled rubber that we work with. In the end, the project was awarded to us." But renovation is a broad concept. For example, they also tackled a project together that revolved around supermarket renovations. Locations where the building above the supermarket had a residential purpose. All floors were insulated, meaning that the shopping carts and supply trolleys no longer caused noise nuisance.

Redevelopment

'We also notice that there are many renovation and redevelopment projects in the Netherlands. Not only because of the limited space, but certainly also from the point of view of using the available space sustainably: not building on new spaces, but giving spaces or buildings a new destination. This sustainable approach offers both of us great opportunities and at the same time suits us. But above all, ISMT is really our ambassador when it comes to the introduction of our acoustic insulation products in these projects and on the overall Dutch market.'



Technical Support

The collaboration is not only based on the use of Isolgomma insulation materials. Technical support is in many cases an integral part of the proposals that ISMT submits for a project. The proposals are supplemented by Isolgomma with technical reports, lab tests and technical data sheets, depending on what is required. And in some cases they provide technical training to strengthen the sales process towards designers, architects or acoustic engineers.

From history to the future

'Our collaboration has been loyal, open and extremely professional from the start. A good sign for the successful 'marriage' we have with each other' says Michele Grazioli executive managing director. 'It is about mutual technical support and mutual trust. That is the most important pillar in our cooperation. We understand each other and see a strong synergy in our approach. We continue to innovate, screening for new applications and solutions. In our sector we always have to stay on edge on the demands in the market. For example, we have been working on a wooden floor structure for the past two years and we are now looking at how we can roll out this new insulation solution together with ISMT. For us, ISMT is so much more than a distributor, but as said before, our representative, ambassador and partner.'

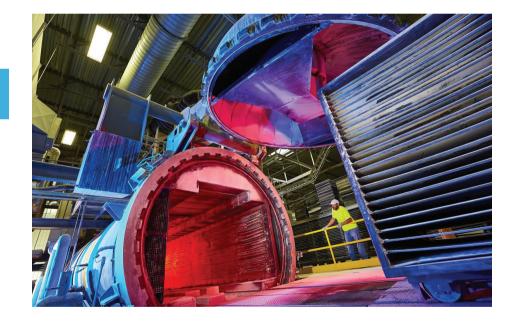


Market leader nitrogen expanded foam specialist Zotefoams about ISMT

'This project we're working on together is a real challenge, but that's what makes it so interesting.

After all the effort, it really is the icing on the cake,' says Margaret Wegrzyn, business development manager.

'This project is typical of our relationship. We really do it all together.'



'We have a really good working relationship.

ISMT always has interesting projects to work on with them'

Zotefoams is a UK-listed company and, like ISMT, has a long history. Founded in 1921, it has since grown into the world's largest producer of lightweight polyolefin block foam. The company has four divisions, including the AZOTE division. Where they started with rubber as their raw material, they switched to plastics, but surprisingly the technology has not changed. The machines have become bigger, the working temperatures higher, but the technology of nitrogen impregnation is still the same.

Gymnastics mats

The collaboration started in 2001 with the production of gymnastics mats that ISMT still makes today. 'It really is a great product to work on together. Everyone, even without technical knowledge, understands what you are talking about. But that's not the main thing. ISMT has really made a unique product with our technology that they market very well. Over the years, they have made adjustments to improve applicability and keep it current. ISMT shows enormous versatility.'

Challenging projects

The projects for which both companies work together are diverse and have different lead times. 'Last year, we had been preparing a project for more than nine months. Normally the lead time is a lot shorter, but in this case the requirements were very specific. We worked on this together and we made tests and samples to make sure we have the right product. Of course, we also look at the costs. For example, we have adapted the cell size and the production process in order to come up with a strong, competitive proposal.

Sustainability

Zotefoams products are sustainable by nature. 'That's because of the unique technology. We use nitrogen for our foams, which is simply in the air around us, making chemical additives superfluous. But the Netherlands and certainly ISMT is really leading the way when it comes to sustainability, which matches nicely with our latest addition of Ecozote grades, which contain 30% recycled content'.

'Our technology means that we can make our products thinner and therefore lighter without making any concessions to the damping. We use fewer raw materials, so less plastics, and if you look further down the chain, less fuel is needed for transport. Our products are also more durable, so need less replacement in a more sustainability-driven world. All in all, this has a positive effect on our carbon footprint, which appeals to everyone, especially a partner like ISMT who are extremely forward thinking in terms of sustainability'.



Relationship

The relationship between Zotefoams and ISMT is certainly not your average supplier-customer version. 'We have a really good working relationship. ISMT always has interesting projects to work on with them. However, it may just as well be a request for advice. We then select one or two products that may be applicable, carry out the tests if necessary, or we jointly look for the right mix of materials and solutions. Sometimes we even look at developing new materials. We are flexible enough to accommodate ISMT. As far as we are concerned, the future looks bright and we can only grow in what we can achieve together.'



Sustainability

ISMT has been a specialist in construction and industrial applications for over fifty years.

In those fifty years, the focus on sustainable operations and sustainable products has taken on an increasingly prominent role.

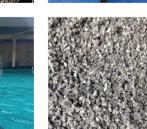




Sustainable materials in the production process

ISMT feels it is her duty to put sustainability at the top of the agenda. In these times of climate change and shortages of raw materials, we therefore strive to produce only technically sophisticated and sustainable quality products. We also expect the same focus from our partners. By using sustainable synthetic materials, we significantly reduce our footprint. We therefore reuse EPDM and SBR rubber from crushed sealing rubber from washing machines, refrigerators and car tyres respectively in the production of acoustic products. Besides rubber, we also use recycled PET bottles in the production of insulation materials.







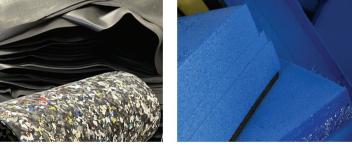


When processing our SIREX PE foams for the industry, the residual strips and skin sheets of the PE foam previously ended up directly in the waste bin. From 2021, they are grinded and pressed into sheets, which we can use for various applications. These include subfloors for playground equipment. Waste for one, is a valuable raw material for another.

And that is not all

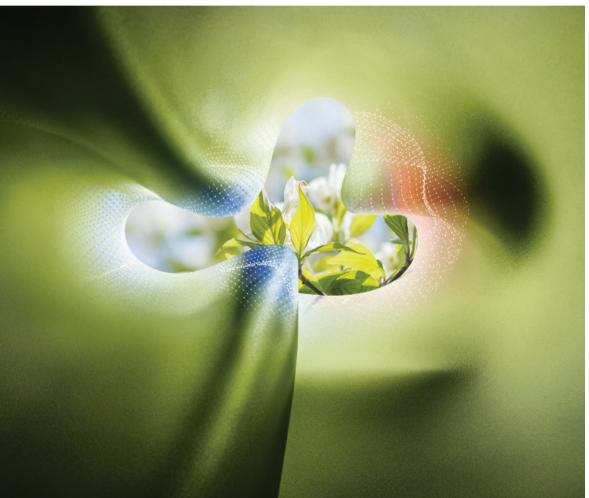
We are also running a pilot project in which a number of partners are given the opportunity to collect and return PE waste in big pilot proves a success, we will roll out this initiative more widely. We can also use wooden pallets that were normally used once, much more often thanks to a small modification. This will prevent the pallets from ending up in the firewood pile after one transport movement.







ISCC PLUS certified Sekisui Alveo foams



Sekisui Alveo has implemented the mass balance approach and selected International Sustainability & Carbon Certification (ISCC) as the most suitable solution to face the challenges of sustainability. Certified foam products ensure credibility, transparency and traceability along the entire supply chain and confirm that the certificate holder meets the prescribed environmental and social standards. After being successfully audited by a recognised independent certification body, the polymer foam production plant in Roermond (Netherlands) received ISCC PLUS certification in July 2020 and is thus authorised to handle certified sustainable materials as a processing unit to produce certified polyolefin foam products. Meanwhile, the Bad Sobernheim production site has also received ISCC-Plus certification.

'Using ISCC PLUS certified foams from Sekisui Alveo provide the added value to improve the overall environmental profile in various applications'

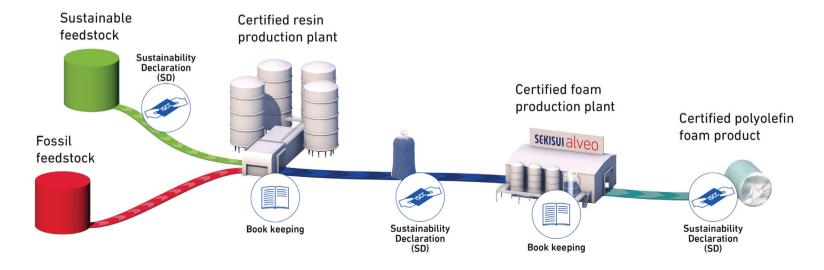
Certification

Sustainable feedstocks are linked to the mass balanced bio-circular materials and contribute to the gradual saving of fossil feedstock resources and reduction of carbon footprint along the supply chain. This responsible sourcing of sustainable materials by Sekisui Alveo supports the contribution of its foams to circular economy without changing the production process or the performance or technical properties of the foam products. There is no need for any additional resource-intensive product re-qualification or re-certification by customers who have been using the foams in their conversion processes and applications. Using ISCC PLUS certified foams from Sekisui Alveo provide the added value to improve the overall environmental profile in various applications. Under ISCC requirements, mass balance calculations and product sustainability declarations are audited by an ISCC-recognised independent body.

Supply chain

In its ongoing efforts to support sustainability, Sekisui Alveo considers its products throughout their supply chain: from raw material sourcing to manufacturing and final application.

The sustainability benefits realised in the initial stages of material sourcing and production are passed on to customers further down the supply chain. Additional benefits are realised in the application phase. Many of the company's high-quality foams are used as sustainable, resource-conserving, and energy-saving solution in a wide variety of applications comprising building and construction, industrial, medical, transportation, and sports facilities.





For impact noise and vibration control in buildings, you have come to the right place. Our partners can count on project support and a result that equals the predefined acoustic performance.

In other words, we make rooms quieter and more relaxed and offer the end user maximum acoustic comfort.

Acoustic performance report

Finding the right acoustic solution is no easy task. Especially for specialists in construction, ISMT provides a free acoustic performance report covering the following features:

- structure and load-bearing capacity of the structure
- presence of underfloor heating
- type of floor covering
- strength/height of the floor structure
- weight of the screed
- pressure load (both short and long-term)
- desired noise level (Building Regulations or more ambitious)

With this service and the advice it provides, we help property developers, architects, engineers, contractors and screed companies make the right choices regarding floor acoustics. In new-build and transformation projects. In transformation projects, the Building Regulations impose no additional requirements for acoustics, and in new-build projects the requirements for acoustics are often too low to achieve acoustic comfort. Our advice? Take that extra step.



Ssssstttt

Use Casco foam to prevent inflow of mortar into the foundation during assembly and finishing, thus preventing unwanted impact noise. Insulate floors for vibration isolation and soundproofing and contribute to maintaining the original condition and pleasant acoustics. With rubber from Isolgomma and Sirex PE foams, we get stunned silence in every project. We know how.



We are specialized in supplying high-quality foams, customised semi-finished products and special components. With our limitless product knowledge and full range of machinery, we are able to process a wide range of foam materials into packaging, material handling and other components, among others.

Foam is the solution

High-quality polymer foam is the perfect material for protecting or presenting (valuable) goods. The foam leaves no traces, is sturdy enough to keep products in place during transport and is available in almost any shape. Supplied in blocks or rolls, we can professionally process the material by splitting, laminating and making it self-adhesive.

It all starts with a good idea

Protecting or presenting materials starts with a good idea. After that, project support is essential. ISMT is there from the design phase to completion with advice, guidance and production (within Europe).





Also sustainable

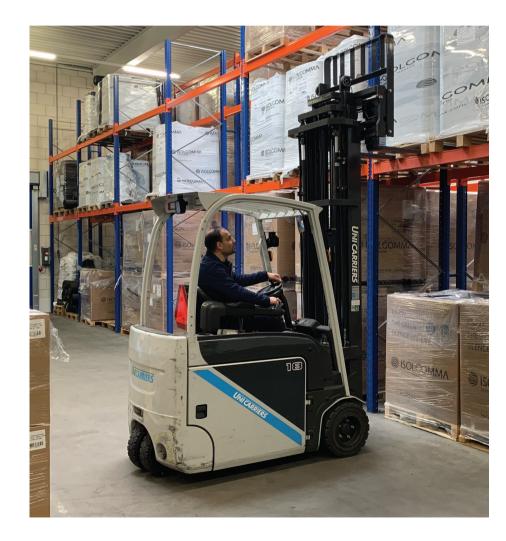
We told you earlier in this magazine that our products last for decades and that ISMT recycles its cutting waste. Furthermore, by protecting property, we achieve a longer lifetime and, with (swimming pool) covers, we provide huge energy savings and minimise the use of chemicals. How sustainable do you want it to be?

What colleagues have to say Operations - the centre of the company

ISMT's Operations team takes care of the handling of incoming materials, optimal warehouse management, converting the semi-finished products into the desired finished product, transport, communication with sales and all related administration. What is special about this department is the unprecedented smoothness and modesty of its employees. Bragging does not make anyone better, hard work does.

Marja Thorborg can rightly be called the longtime employee of ISMT. This administrative die-hard has been working for the company for 42 years and is as sharp as ever in her duties.

Colleague Joost Schiermann has been responsible for assembly for five years. He turns the basic material into exactly what the customer asks for. Ivan Jaksa is ISMT's newest recruit. He has been working for the Haarlembased company since December 2022 and is responsible for the ins and outs of the warehouse.



Work variation

'Although I have been working here for 42 years, every day is really different and that is exactly what makes my job so much fun. I get a lot of freedom to do my job and have to use my brain throughout the day. I wouldn't want it any other way,' Marja says. 'I worked in the food sector for years but decided when I moved to Haarlem that I would rather not work in shifts anymore. So, when I got the chance to join the ISMT team, I didn't hesitate for a moment. The same goes for me as for Marja: I have a lot of variation in my work. Sometimes I have to produce something urgently for a customer application. Then I leave other work - if work allows - until tomorrow and pick up the priorities first,' Joost adds. 'That freedom is just there, and it gives great satisfaction when we can help customers.' Newcomer Ivan says he was enthused by the perspective offered to him during his job interviews. 'Those opportunities convinced me to work here. So far, I really like the work and the contact with colleagues is also nice.'



Typical ISMT

The three colleagues are unanimous when it comes to what characterizes ISMT: the quality of its products. 'I am regularly told that our products -even with intensive use- are still of excellent quality after many years,' says Marja. Besides this quality, the team spirit is also typical of ISMT. The Operations team can count on each other every day. Consultation, offering each other a helping hand or a listening ear, at ISMT it is the most normal thing in the world.

What colleagues have to say Sales - the face of ISMT

As the face of ISMT, our Sales department is the first point of contact for our relations. For the sales team, the customer and its needs are the first priority. The team does not rest until the wishes are clear and conclusive advice has been given. To this end, all available knowledge within the company is used. Everything for the customer's ultimate solution!

'What is the application? How long should the product last? What exactly is the product for? Questions we ask our relations to get to the heart of the issue. When we need far-reaching advice on processing techniques, we call in solution canon Albert Jansen,' says Thary Perera, ISMT's Product Manager Benelux. He works daily with Christel Mensink, Monique van de Ende, Jamie de Boer, Jeroen Dechering and German colleagues Carola Struck and Andreas Scherer to serve ISMT's relations.



Working together

Working together gets you further. Everyone contributes to our success.

Always tailor-made

Thary finds delivering tailor-made solutions the best part of his job. 'It makes every day different. One day we are thinking of an alternative to the old, uncomfortable harnesses for the guide dogs of the KNGF, the next we are considering a solution for a producer in the food industry. The fact that we carry out the processing of our products in-house helps enormously in achieving customization. Thanks to our machinery, we can cut, mill, split, laminate, make self-adhesive and thermoform our foam solutions in every possible shape. It gives enormous pleasure to provide our relations with good solutions.'



Our added value

Some of our processing techniques



Horizontal cutting at thicknesses of 1 mm to 130 mm from sheets or blocks up to a maximum width of 140 cm.



Cutting

Cutting, punching or trimming in any shape or size. Milling or waterjetting are also possible.

Can be used as a brand indication in a product or marking of a specific production batch number for better traceability.

Lasering

Lamination

Thermal lamination allows multiple layers of foam to be bonded together and combinations of PE with textiles, foils and artificial leather to be manufactured.



Embossing ensures that the surface is strengthened. As a result, the product is better protected and has a longer lifetime.



Providing a self-adhesive layer with a backing, can be applied on rolls or sheets.

Spooling

PE band is spiraled by machine, making it easier to transport and process it in the further production process.

WE ARE ISMT



INNOVATIVE

in our market-oriented approach and the solutions we offer

SHARING

on lasting relationships, everyone contributes to joint success

MAKING DECISIONS

we always think one step ahead and go for the maximum result

TO BE PROUD

on our quality and colleagues, Together we make success

